



CALIFORNIA PHARMACEUTICAL PROCUREMENT COLLABORATIVE (CPPPC) WEBINAR

April 30, 2015

10:30 A.M. – Noon (PST)

Toll Free Number: (866) 775-1427

Participant Passcode: 8315358



<http://www.dgs.ca.gov/pd/Programs/Leveraged/pharma.aspx>

AGENDA

Welcome	Elizabeth Winward, DGS
Drug Testing Products	James and Ryan Fitzsimmons, BioTech Screening, LLC.
Drug Supply Chain Security Act (DSCSA)	Mary Anne Selvage, DGS Heather Zenk, ABDC
Agreements and Procurement Updates	Kelli Berliner, DGS
MMCAP	Elizabeth Winward, DGS
Vaccine Program	Vimbai Kajese, DGS
Local Governmental Outreach	Kelli Berliner, DGS
Marketplace Update	Mike Namba, DGS
Information Sharing & Questions	All

CPPPC MISSION

Coordinate the efforts of various State and local governmental entities, as appropriate, to identify and implement opportunities for cost savings and quality improvement regarding pharmaceuticals and medical supplies



Presented by James and Ryan Fitzsimons

Phone: (925) 289-8113

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E-Mail: jim@biotechscreening.com or
ryan@biotechscreening.com



- * **MMCAP Contract MMS14031**
- * **DGS Contract #01-14-65-20**

PRODUCT PORTFOLIO



WHY BIOTECH SCREENING?

- ❖ Customizable panels
- ❖ Lower cutoff levels
- ❖ Onsite tests for:
 - ❖ **EtG**
 - ❖ **Spice**
 - ❖ **GHB**
 - ❖ **LSD**
 - ❖ **6AM**
 - ❖ **Buprenorphine**
 - ❖ **Ketamine**
- ❖ Oral Fluid/Saliva test



BIOTECH

- ❖ Accuracy that mirrors laboratory screening tests
- ❖ Quick running, reliable product with dark crisp lines
- ❖ Long shelf life
- ❖ Veterans Collections
- ❖ Work with Correctional Industries and non-profits

CUSTOMER SUPPORT

- We offer complimentary staff training
- Trainings include how donors attempt to defeat drug tests
- Trainings may be used to fulfill your continuing education requirements



AGGRESSIVE PRICING

❖ Dips

- ❖ 5-panel **\$1.25-\$1.47**
- ❖ 6-panel **\$1.45-\$1.63**

❖ Cups

- ❖ 5-panel **\$2.05-\$2.78**
- ❖ 6-panel **\$2.25-\$2.89**

❖ Oral fluid tests

- ❖ 6-panel **\$4.50-\$6.10**



CONTACT INFORMATION

❖ To further discuss or to set a time to meet:

Jim Fitzsimons

(925) 899-0615

Jim@biotechscreening.com



BIOTECH SCREENING, LLC.

DGS CONTRACT NO. 1-14-65-60

The User Instructions for this Non-Mandatory Statewide Contract are available at:

<https://www.bidsync.com/DPX?ac=agencycontview&contid=113509>

- This is a non-mandatory statewide contract for the purchase of drug testing products for participating state and local agencies.
- State agencies are reminded to identify and purchase from mandatory contracts prior to making purchases through this non-mandatory contract or through another vendor.
- DGS does not guarantee pricing through this contract to be the lowest
- Departments may also purchase like goods from others, such as state certified Small Businesses and Disabled Veterans Business Enterprise (DVBE) firms.

Contact Elizabeth Winward for questions pertaining to this contract:

(916) 375-4551

Elizabeth.Winward@dgs.ca.gov

DRUG SUPPLY CHAIN SECURITY ACT

- On November 27, 2013, the DSCSA (Title II of Public Law 113-54) was signed into law.
- Requires the FDA to issue guidance to “trading partners”
- The transaction history or “pedigree” of a drug must be traceable and verifiable
- Drug wholesalers key to protecting the industry and patients

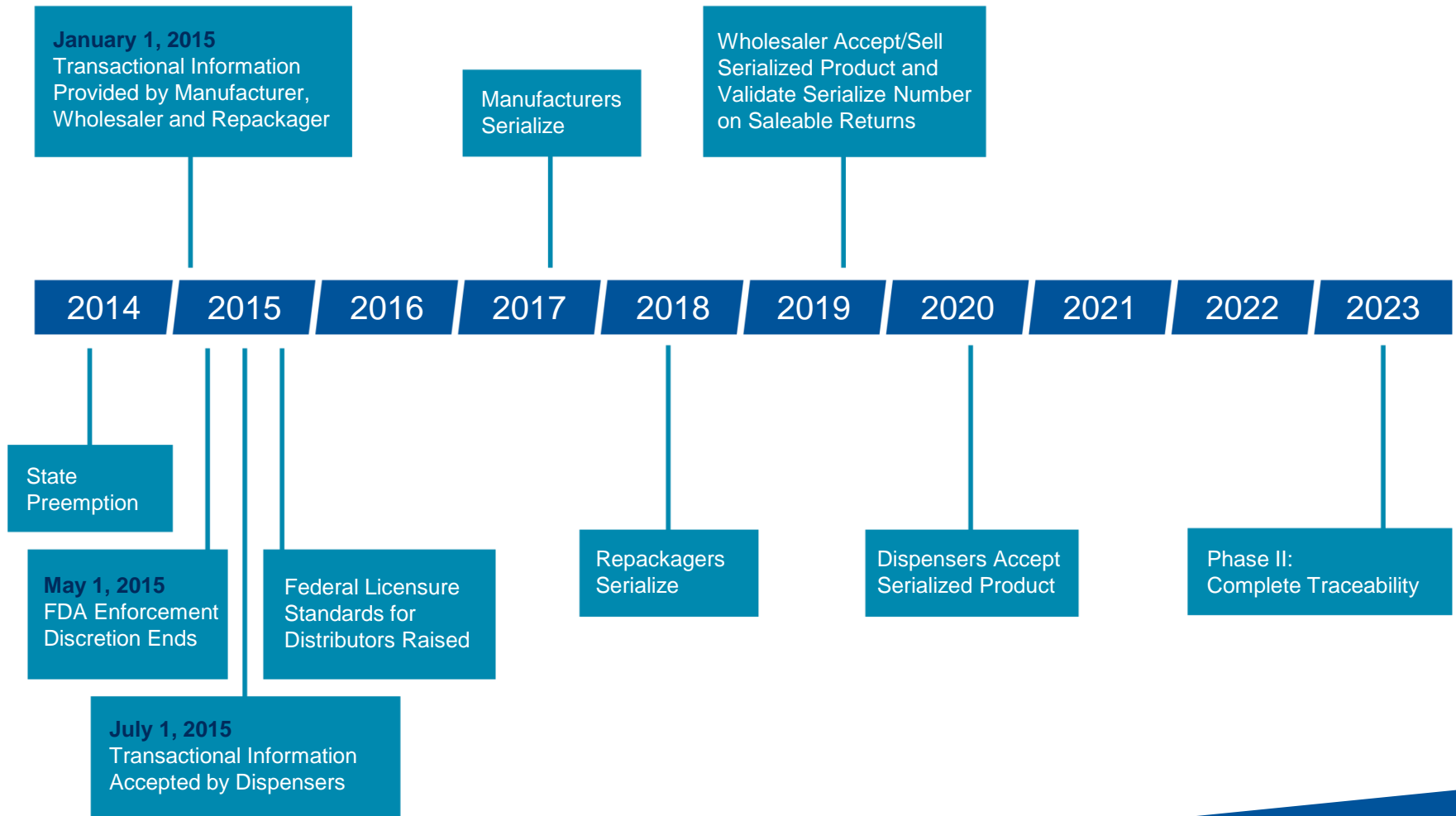
**Welcome Heather Zenk, VP of Business Integration,
AmerisourceBergen Drug Corporation**

The Secure Supply Chain Initiative

DSCSA Update

Prep for July 1, 2015 Customer Onboarding

Timeline of the Drug Supply Chain Security Act



The Drug Quality and Security Act Update

Preparing for July 1, 2015

- As of **January 1, 2015**, manufacturers, re-packagers and wholesale drug distribution companies are required to provide any entity or enterprise that receives pharmaceutical products with a single document that includes transaction information, transaction history, and transaction statement. (TI, TH, and TS)
 - On December 24, 2014, the FDA provided enforcement discretion – allowing the industry a 4-month window to refine our processes and ensure the continued timely delivery of pharmaceutical products.
 - Pharmacies will need a process to:
 - > Only conduct business with Authorized Trading Partners
 - > Capture and investigate suspect, illegitimate or counterfeit products.
- On **July 1, 2015**, pharmacies and dispensers will be required to accept and maintain the TI, TH, TS data.
 - Pharmacies and dispensers will be required to hold the transactional data for a six-year period

What are the transactional details (TI, TH, TS)

Transaction information required for the July 1, 2015 DSCSA Deadline

■ Transaction Information (TI)

- Name of the product
- Strength and dosage form of the product
- NDC
- Container size
- Number of containers
- Lot number**
- Transaction date**
- Shipment date
- Name & Address of the businesses previous and subsequent owner

■ Transaction Statement (TS):

- Paper or electronic attestation by the entity transferring ownership of the product that it:
 - > Is authorized under the Act
 - > Received the product from an authorized party
 - > Received TI & TS from the previous seller
 - > Did not knowingly ship suspect or illegitimate product
 - > Systems and processes in place to perform verification
 - > Did not knowingly provide false transaction information and did not alter the transaction history

■ Transaction History (TH):

- Paper or electronic statement
- Includes the transaction information for each prior transaction back to the manufacturer

** Wholesalers that purchase directly from a manufacturer, an exclusive distributor of the manufacturer, or re-packer that purchased directly from manufacturer -- are exempt from passing the above (**) data elements.

THE CUSTOMER SOLUTION

Preliminary details

- We will leverage ABC PassPort to pass TI, TH, TS data to pharmacy and dispenser customers.
- We will leverage a number of established communication channels: StreamServe, email, messaging on our ordering platforms, and of course, sales channels – Proof POINTS, HUB, StreetSmart.
- Training will be offered to our customers
 - Passport training will be offered in mid-May---DATES
- If you have any questions – you can email:
SecureSupplyChain@amerisourcebergen.com



Where knowledge,
reach and partnership
shape healthcare delivery.

AGREEMENTS AND PROCUREMENT UPDATES

PRICING AGREEMENTS:

NO NEW AGREEMENTS, MAINTAINING EXISTING

REQUEST FOR PROPOSALS (RFP) TO BE RELEASED THIS SUMMER:

- PHARMACEUTICAL GROUP PURCHASING ORGANIZATION (PGPO)
- PHARMACY BENEFIT MANAGER (PBM)

MMCAP CONTRACTS

DGS Contract #	Contractor	Type
1-12-65-65-01-B	Medline Industries, Inc.	Medical-Surgical
1-12-65-65-01-C	Henry Schein	Medical-Surgical
1-12-65-65-01-E	McKesson Medical Surgical	Medical-Surgical
1-14-65-54-A	EXP Pharmaceutical Services Corp	Drug Destruction
1-14-65-60	BioTech Screening, LLC	Drug Testing Products
1-14-65-45B	Ansell Healthcare	Condoms
1-14-65-45A	NV Healthcare	Condoms
1-14-65-20-A	Dental Health Products Inc, (DHPI)	Dental Supplies & Equipment
1-14-65-20-B	Henry Schein, Inc.	Dental Supplies & Equipment

VACCINE PROGRAM

2015-16 INFLUENZA VACCINES ON THE MARKET

Manufacturers	Contract #	Vaccine Products
GlaxoSmithKline	1-10-65-40D	Fluarix® and FlulaVal®
Novartis	1-10-65-40A	Fluvim® and Flucelvax®
Sanofi Pasteur Inc.	1-10-65-40E	Fluzone®
Protein Science Corporation	(through distributor)	Flublok®
Medimmune	(through distributor)	Flumist®
CSL Limited	(through distributor)	Afluria®
Distributors	Contract #	Vaccine Products
FFF Enterprises	1-11-65-40A	Afluria® Fluarix® Flublok® Flucelvax® FlulaVal® Flumist® Fluvrin® Fluzone®
McKesson	1-14-65-40A	Same products except Flublok®

LOCAL GOVERNMENT OUTREACH


**Join the Statewide Pharmaceutical Program
(SPP) for an opportunity to lower your
pharmaceutical & medical supplies purchase
costs!**

**For more information on the
Statewide Pharmaceutical Program**

Contact:

Rhonda Kitchen, BA, 916-375-4465

Rhonda.Kitchen@dgs.ca.gov



PHARMACEUTICAL MARKET PLACE UPDATE

TRENDS

Brand Pharmaceuticals	Units	Spend	Cost per Unit
1Q15	5,055,571	\$49,250,361	\$9.74
4Q14	2,533,123	\$41,039,914	\$16.20
Percent Change	99.6%	20.0%	-39.9%
Generic Pharmaceuticals	Units	Spend	Cost per Unit
1Q15	75,611,285	\$15,577,689	\$0.21
4Q14	56,178,147	\$11,716,400	\$0.21
Percent Change	34.6%	33.0%	-1.2%

TRENDS

Brand Pharmaceuticals	Percent Units	Percent Spend
1Q15	6.3%	76.0%
4Q14	4.3%	77.8%
Percent Change	2.0%	-1.8%
Generic Pharmaceuticals	Percent Units	Percent Spend
1Q15	93.7%	24.0%
4Q14	95.7%	22.2%
Percent Change	-2.0%	1.8%

BRAND TO GENERICS

Brand Name	Generic Name	Condition	Possible Launch
Actonel 5mg, 30mg & 35mg	Risedronate	Osteoporosis	TBD 2015
Abilify	Aripiprazole	Schizophrenia, Bipolar Disorder, Autistic disorder, Depression	Apr-15
Zyvox	Linezolid	Bacterial infections	5/1/2015
Advicor	Lovastatin/Niacin	High Cholesterol	TBD 2015
EpiPen	Epinephrine	Allergic Reactions	6/22/2015
Aggrenox	ASA/Dipyridamole	Prevent Blood Clots	7/1/2015
Namenda	Memantine HCL	Alzheimer's Disease	7/11/2015
Daytrana	Methylphenidate	ADHD	9/1/2015
Patanol Ophth Soln	Olopatadine HCL	Allergic Conjunctivitis	12/6/2015
Ortho Tri-Cyclen Lo	Norgestimate/Ethinyl Estradiol	Contraception	12/31/2015
Exelon Patch	Rivastigmine	Alzheimer's Disease	8/31/2015
Asacol HD	Mesalamine	Ulcerative Colitis	11/15/2015
Voltaren Gel	Diclofenac Sodium	Osteoarthritis	TBD 2015
Mirapex ER	Pramipexole ER	Parkinson's Disease	TBD 2015
Copaxone	Glatiramer Acetate	Multiple Sclerosis	Jun-15
Invega	Paliperidone	Schizophrenia, Bipolar Disorder, Depression	TBD 2015
Angiomax	Bivalirudin	Anticoagulant	June 15 2015
Lescol XL	Fluvastatin	High Cholesterol	TBD 2015
Xenazine	Tetrabenazine	Huntington's Disease	8/15/2015
Avodart	Dutasteride	Benign Prostatic Hyperplasia	4Q15
Coreg CR	Carvedilol Phosphate	High Blood Pressure	TBD 2015

2015 CPPPC WEBINAR SCHEDULE

Date and Time	Registration Link - Cut and paste into your browser to register
Thursday, July 16, 2015 <ul style="list-style-type: none">10:30 a.m. to Noon (PST)	https://www2.gotomeeting.com/register/327624610
Thursday, October 15, 2015 <ul style="list-style-type: none">10:30 a.m. to Noon (PST)	https://attendee.gotowebinar.com/register/8205817268241350913



CONTACT US!

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